

ABHINAV DIXIT

+91 9336158320 | dabhinav378@gmail.com | <https://www.linkedin.com/in/abhixit>

PROFESSIONAL SUMMARY

Associate Product Manager specializing in **LLM-driven GTM systems** and native integrations, with a track record of building **30+ integrations** at Sprouts.ai processing **tens of millions of records** to transform **multi-channel engagement data** into actionable intent signals that define ICPs and **accelerate revenue**.

EXPERIENCE

Associate Product Manager | Sprouts.ai

May 2025 – Present

- Shipped the flagship '**Custom AI Signals**' feature, enabling users to generate any account-level signal via custom prompts by combining LLMs with real-time web scraping, **boosting engagement 18%** and cutting sales teams' **time-to-insight by 92%**.
- Spearheaded product negotiations and strategy with all **white-label partners** to align roadmaps for a segment driving **~40% of Sprouts.ai revenue**, leading end-to-end strategy and cross-functional execution.
- Accelerated Time-to-Value (TTV)** for new partners **by 75%**, enabling the sales team to close **\$400k in pipeline** that was previously stalled by integration backlogs.
- Conceptualized and launched the **Sprouts Agent** using agentforce, an AI engine that leverages natural language processing to transform **Salesforce** into a proactive, search-to-action intelligence hub.

Product Management Intern | Sprouts.ai

May 2024 – April 2025

- Mitigated a critical business risk by spearheading a **manual end-to-end migration** and change management strategy for the entire user base; developed comprehensive training frameworks that ensured seamless platform adoption and **100% internal team readiness within a 48-hour window**.
- Synthesized customer feedback from CS and Engineering to identify integration as a primary churn driver, leading a redesign of flawed Architecture that delivered a **36x faster system**, stabilized retention and a **3x increase in user adoption**.
- Streamlined onboarding operations by automating manual processes, **reducing implementation time by 75%** while leveraging data insights to optimize the customer journey.

SKILLS

- Product Judgment:** User & market discovery, problem framing, opportunity sizing, prioritization under constraints, partner-facing product decisions.
- Execution & Systems:** End-to-end feature delivery, workflow automation, API-driven integrations, process design across GTM and product surfaces.
- Data & Technical Fluency:** SQL-based analysis, schema & API reasoning, prototyping, technical trade-off evaluation, effective collaboration with engineering.
- Tools:** Salesforce, HubSpot, Outreach, Claude (research, synthesis, prototyping), modern GTM and analytics stacks.

PROJECTS

- Salesforce Data Cleaner:** Engineered an integrated tool that processes **500k+ records in under 2 minutes**. Leveraged **AI-driven logic** to identify primary records and resolve duplicates across Contacts and Accounts, offering seamless in-CRM remediation or bulk export functionality.
- Internal User Management Tool:** Built an internal user and instance management tool with role-based access, activity logging, and bulk deletion capabilities, **cutting operational time from 3–4 hours to under 2 minutes**.

EDUCATION

Bachelor of Engineering | Chitkara University | CGPA: **9.48/10**